

VIRGINIA REAL ESTATE BOARD

EDUCATION COMMITTEE AGENDA

March 25, 2009 Meeting

I. Call to Order

II. Approval of Agenda

III. Proprietary School Applications

IV. Review of Continuing Education Courses

A. Previously approved continuing education courses, approved school:

1. 59366 Risk Management for Technology, 2 hours
Broker Management, VAR
2. *59411 2009 Ethics Seminar, 3 hours Ethics &
Standards of Conduct, NRVAR
3. *59441 Social Media Risk Management, 2 hours Real
Estate Related, Piedmont School of Real
Estate
4. 59443 Risk Management in Technology, 2 hours
Broker Management, Piedmont School of Real
Estate
5. 59510 Foreclosures, Short Sales, REOs and
Auctions (on-line), 4 hours Real Estate
Related, Act Web Services

B. Original application for continuing education courses, approved school:

1. *59311 Introduction to Short Sales, 4 hours Real
Estate Related, Moseley-Flint Schools of
Real Estate
2. *59313 Innovative Marketing Techniques for Buyer
Representatives, 4 hours Real Estate
Related, Moseley-Flint Schools of Real
Estate
3. *59315 Real Estate Technology, 4 hours Real
Estate Related, Moseley-Flint Schools of
Real Estate
4. *59317 Real Estate Finance and Mortgage, 4 hours
Real Estate Related, Moseley-Flint Schools
of Real Estate

5. 59319 Procuring Cause, 2 hours Broker Management, VAR
6. *59320 Law of Attraction for Realtors, 3 hours Real Estate Related, Continental Appraisal Consultants, Ltd.
7. *59323 Carbon Monoxide in the Home, 1 hour Real Estate Related, MRCPA Corp.
8. *59325 Clandestine Drug Labs, 1 hour Real Estate Related, MRCPA Corp.
9. *59327 Going Green, 1 hour Real Estate Related, MRCPA Corp.
10. *59329 Grow Houses, 1 hour Real Estate Related, MRCPA Corp.
11. *59331 Putting Home Maintenance in Perspective, 1 hour Real Estate Related, MRCPA Corp.
12. *59333 Indoor Air Quality, 1 hour Real Estate Related, MRCPA Corp.
13. *59335 Mold, 1 hour Real Estate Related, MRCPA Corp.
14. *59337 New Homes - A Closer Look, 1 hour Real Estate Related, MRCPA Corp.
15. *59339 Radon, 1 hour Real Estate Related, MRCPA Corp.
16. *59341 Swimming Pool Safety, 1 hour Real Estate Related, MRCPA Corp.
17. *59343 Spotlight on Decks, 1 hour Real Estate Related, MRCPA Corp.
18. 59345 A New Look at Buyer Agency: Putting the Client First, 2 hours Broker Management, VAR
19. 59346 A New Look at Buyer Agency: Putting the Client First, 3 hours Broker Management, VAR
20. 59347 Dual & Designation Agency: Gaining a New Sophistication, 2 hours Broker Management, VAR
21. 59348 Dual & Designation Agency: Gaining a New Sophistication, 3 hours Broker Management, VAR
22. 59349 From Contract to Closing: Earning Your Fee by Protecting Your Client, 3 hours Broker Management, VAR
23. 59350 From Contract to Closing: Earning Your Fee by Protecting Your Client, 2 hours Broker Management, VAR
24. 59355 Navigating the Ethics of Agency, 3 hours Broker Management, VAR

25. 59356 Navigating the Ethics of Agency, 2 hours Broker Management, VAR
26. *59358 RI 405: Pricing, Listing, & Marketing the Property, 7 hours Real Estate Related, VAR
27. *59360 RI 411: Successful Settlement - Managing the Transaction, 7 hours Real Estate Related, VAR
28. *59362 Beyond Blogging: Integrating All Your Web Activities, 2 hours Real Estate Related, VAR
29. 59364 Principles of Profit, 2 hours Real Estate Related, VAR
30. 59365 Principles of Profit, 2 hours Broker Management, VAR
31. 59367 Property Management: Top Five Things Not To Do, 2 hours Broker Management, VAR
32. *59368 Introduction to Short Sales, 2 hours Real Estate Related, Alpha College of Real Estate
33. *59372 Tenancy, 6 hours Real Estate Related, Alpha College of Real Estate
34. *59376 Property Management/VA Landlord and Tenant Act, 8 hours Real Estate Related, Alpha College of Real Estate
35. 59379 Servicing Internet Relocation Clients, 1 hour Real Estate Related, MAI Institute
36. 59380 VA Trust Fund Handling (On-line), 3 hours Real Estate Related, McKissock, LP
37. *59381 Fannie Mae Appraisal-Related Policy Changes & Clarification, 3 hours Real Estate Related, VAR
38. 59383 Foreclosures Demystified, 4 hours Real Estate Related, The CE Shop, Inc.
39. 59384 Going Green: The Environmental Movement in Real Estate, 4 hours Real Estate Related, The CE Shop, Inc.
40. *59385 Expand Your Sphere of Influence: Real World Social Networking, 2 Real Estate Related, VAR
41. 59388 Legal Updates/Broker Management (Online & CRP), 2 hours Broker Management, Alpha College of Real Estate
42. 59389 Writing Effective Contracts/Broker Management (Online & CRP), 2 hours Broker Management, Alpha College of Real Estate
43. *59395 Fair Housing for Landlords & Property Managers, 3 hours Fair Housing, Central VA School of Real Estate

44. 59413 Commercial Real Estate Summit, 1 hour Real Estate Related, GCAAR (**Need Course Materials**)
45. *59414 Successful Buyer Representation In New Home Sales, 1 hour Ethics & Standards of Conduct, 1 hour Legal Updates, and 4 hours Real Estate Related, Moseley-Flint Schools of Real Estate
46. *59416 Successful Relocation Representation in New Home Sales, 1 hour Ethics & Standards of Conduct, 1 hour Legal Updates, and 4 hours Real Estate Related, Moseley-Flint Schools of Real Estate
47. *59418 When Listed Property Includes a Business, 4 hours Real Estate Related, Moseley-Flint Schools of Real Estate
48. *59420 Real Estate Ethics, 3 hours Ethics & Standards of Conduct, and 1 hour Real Estate Related, Moseley-Flint Schools of Real Estate
49. *59422 Real Estate Ethics (CRP), 3 hours Ethics & Standards of Conduct, and 1 hour Real Estate Related, Moseley-Flint Schools of Real Estate
50. *59424 The Anatomy of a Green House, 2 hours Real Estate Related, Alpha College of Real Estate
51. *59426 Green Designation - Part 1, 8 hours Real Estate Related, Alpha College of Real Estate
52. *59428 Green Designation - Part 2, 8 hours Real Estate Related, Alpha College of Real Estate
53. *59432 Legal Updates 2009, 2 hours Legal Updates, Alpha College of Real Estate
54. 59434 Broker Management Legal Updates 09, 2 hours Broker Management, Alpha College of Real Estate
55. *59435 Navigating the Virginia Jurisdictional Addendum, 2 hours Real Estate Contracts, MBH Settlement Group
56. *59437 The Final RESPA Rule, 1 hour Legal Updates, MBH Settlement Group
57. *59439 Earnest Money Deposits, 1 hour Real Estate Contracts, MBH Settlement Group
58. *59444 Understanding FHA & VA Mortgages, 2 hours Real Estate Related, Alpha College of Real Estate

- 59. *59446 Unconventional Transactions (Avoiding Problems at Settlement), 3 hours Real Estate Contracts, MBH Settlement Group
- 60. *59448 Understanding Short Sales (CRP), 4 hours Real Estate Related, Moseley-Flint Schools of Real Estate
- 61. *59453 Affordable Housing Finance in a Box, 3 hours Real Estate Related, NRVAR
- 62. *59455 Whom Do You Represent? 3 hours Real Estate Agency, PWAR
- 63. *59457 Photography: How to Shoot Like a Professional, 2 hours Real Estate Related, NVAR
- 64. 59459 Death, Divorce and Bankruptcy, 3 hours Broker Management, VAR
- 65. 59460 Death, Divorce and Bankruptcy, 2 hours Broker Management, VAR
- 66. *59461 RE Agency, 3 hours Real Estate Agency, Williamsburg Real Estate School
- 67. 59463 Broker - Make it your Firm's Mission: Promote Loss Prevention, 2 hours Broker Management, Williamsburg Real Estate School
- 68. 59464 Risk Management for Brokers, 4 hours Broker Management, Williamsburg Real Estate School
- 69. 59465 Contracts and Contract Law Principles for Brokers, 3 hours Broker Management, Williamsburg Real Estate School
- 70. *59466 Risk Management, 3 hours Real Estate Related, Williamsburg Real Estate School
- 71. 59468 Short Sales, Foreclosures and Divorce, 2 hours Broker Management, Williamsburg Real Estate School
- 72. *59469 Short Sales, Foreclosures and Divorce, 2 hours Real Estate Related, Williamsburg Real Estate School
- 73. *59471 Pre and Post Settlement Agreements - A Primer, 1 hour Real Estate Related, Institute of Continuing Education, LC
- 74. *59473 Bank Owned Property, 1 hour Real Estate Contracts, Institute of Continuing Education, LC
- 75. *59475 Agency Primer, 1 hour Real Estate Agency, Institute of Continuing Education, LC
- 76. *59477 Real Property Appraisals in Virginia, 1 hour Real Estate Related, Institute of Continuing Education, LC

- 77. *59479 An Introduction to the NAR Code of Ethics,
 1 hour Ethics & Standards of Conduct,
 Institute of Continuing Education, LC
- 78. *59481 Fearless Approach to Short Sales, 1 hour
 Legal Updates, 2 hours Contracts,
 Institute of Continuing Education, LC
- 79. *59483 What Every Real Estate Agent Needs to Know
 About Home Inspections, 4 hours Real
 Estate Related, New River Valley
 Association of Realtors
- 80. *59485 Comparative Market Analysis Thru Sales
 Comparison Approach, 1 hour Real Estate
 Related, Old Dominion Real Estate
 Institute
- 81. *59487 Agency, 3 hours Real Estate Agency, Old
 Dominion Real Estate Institute
- 82. 59489 Real Estate Agency - Who do you Represent,
 2 hours Real Estate Agency, Premier
 Realty, Inc.
- 83. 59490 Fair Housing, 2 hours Fair Housing,
 Premier Realty, Inc.
- 84. 59491 REO - Real Estate Owned by Banks, 6 hours
 Real Estate Related, Premier Realty, Inc.
- 85. *59492 The Most Common Violations of the Code of
 Ethics, 1 hour Ethics & Standards of
 Conduct, NVAR
- 86. 59494 Green Building Course, 4 hours Real Estate
 Related, NVAR
- 87. 59495 Principles of Commercial Real Estate
 Underwriting (CRP), 8 hours Real Estate
 Related, NVAR
- 88. *59496 Understanding Residential Real Estate
 Market Statistics, 1 hour Real Estate
 Related, NVAR
- 89. *59498 Transnational Referral Certification, 3
 hours Real Estate Related, NVAR
- 90. 59500 Principles of Commercial Real Estate
 Finance (On-line & CRP), 8 hours Real
 Estate Related, NVAR
- 91. 59501 Understanding Commercial Investments (On-
 line & CRP), 8 hours Real Estate Related,
 NVAR
- 92. *59502 Green Residential Elective Course, 8 hours
 Real Estate Related, NVAR
- 93. 59505 Green Designation Core Course - Part 1, 8
 hours Real Estate Related, NVAR
- 94. 59506 Green Designation Core Course - Part 2, 8
 hours Real Estate Related, NVAR

95. 59507 Advanced Business Planning, 3 hours Broker Management, William E. Wood Real Estate Academy
96. *59508 Ninja Selling CRS, 6 hours Real Estate Related, William E. Wood Real Estate Academy
97. *59511 Night Court: Don't Stress Over Distressed Sales, 2 hours Real Estate Related, Peninsula Real Estate School
98. *59513 Making Not Wasting Money with Internet Technology, 3 hours Real Estate Related, PWAR
99. *59515 FHA 203K Renovation, 3 hours Real Estate Related, PWAR
100. *59517 Prospecting, 3 hours Real Estate Related, PWAR
101. *59519 Preservation 101 for Realtors, 1 hour Real Estate Related, Central Virginia School of Real Estate
102. *59521 Understanding Credit Scores, 1 hour Real Estate Related, Central Virginia School of Real Estate
103. *59523 The Indoor Environment: Mold, Radon, and Asbestos, Oh My! 4 hours Real Estate Related, Central Virginia School of Real Estate
104. *59530 Investment Options for 1031 Exchanges, 1 hour Real Estate Related, Williamsburg Real Estate School
105. 59532 The Foreclosure Process & Representing a Buyer at a Foreclosure Sale, 3 hours Real Estate Related, Premier Realty, Inc.
106. 59533 Real Estate Auctions, 3 hours Real Estate Related, Premier Realty, Inc.
107. *59534 Please Let Me Be Your Realtor: Designing Your Performance for Repeat Business, 2 hours Ethics & Standards of Conduct, VAR
108. 59536 Property Management: Handling Escrow Accounts, 2 hours Broker Management, VAR
109. 59537 Who Killed the Deal? 2 hours Broker Management, VAR
110. 59538 Who Killed the Deal? 3 hours Broker Management, VAR
111. *59539 Purchases of Bank Owned Properties, 1 hour Real Estate Related, FSLAWVA Real Estate Education, LLC

- 112. *59540 Reverse Mortgages - The Basics, 1 hour
Real Estate Related, Old Republic National
Title Insurance Company
- 113. *59542 VAR Residential Purchase Contract: Part 1
- Fill in the Blanks, 1 hour Real Estate
Contracts, Old Republic National Title
Insurance Company
- 114. *59544 VAR Residential Purchase Contract: Part 2
- Standard Provision, 1 hour Real Estate
Contracts, Old Republic National Title
Insurance Company
- 115. *59546 VAR Residential Purchase Contract: Part 3
- Statutory Requirements, 1 hour Real
Estate Contracts, Old Republic National
Title Insurance Company
- 116. *59549 Reverse Mortgages for Purchase, 1 hour
Real Estate Related, Long & Foster
Institute for Real Estate
- 117. *59551 NAR Green Designation Core Course - Part
A, 8 hours Real Estate Related, RAR
- 118. 59554 Broker - REB Regulations, 4 hours Broker
Management, GSH Training Company
- 119. 59555 Distressed Real Estate, 4 hours Legal
Updates, and 3 hours Real Estate Related,
Law Seminars International **(Need Course
Materials)**
- 120. *59556 Business Planning & Goal Setting, 3 hours
Real Estate Related, Old Dominion Real
Estate Institute
- 121. *59559 Blogging Effectively by Building Consumer
Loyalty & Minimizing Risk, 3 hours Real
Estate Related, RAR
- 122. *59561 Power Prospecting & Renewing Referrals
Using Social Media, 3 hours Real Estate
Related, RAR
- 123. *59563 Before & After Judgement, 2 hours Real
Estate Related, Alpha College of Real
Estate
- 124. *59565 2009 Legislation & Fair Housing, 2 hours
Fair Housing, 4 hours Real Estate Related,
Futurelaw, LLC
- 125. *59567 2009 Legislation & Property Management, 2
hours Legal Updates, 4 hours Real Estate
Related, Futurelaw, LLC
- 126. *59569 2009 Legislation & Property Management - 3
Hours, 1 hour Legal Updates, 2 hours Real
Estate Related, Futurelaw, LLC

- 127. *59572 International Real Estate (On-line), 4
 hours Real Estate Related, Continuing Ed
 Express, LLC
- 128. *59574 10 Critical Rules, Reforms & New
 Realities, 6 hours Real Estate Related,
 RAR

V. Review of Post License Education Courses

A. Previously approved post license education courses,
 approved school:

- 1. *59412 2009 Ethics Seminar (Ethics & Standards of
 Conduct/Current Industry Issues & Trends),
 3 hours Residential Real Estate Mandatory
 Topics, NRVAR
- 2. *59442 Social Media Risk Management (Technology),
 2 hours Residential Real Estate Elective
 Topics, Piedmont School of Real Estate

B. Original application for post license education courses,
 approved school:

- 1. *59312 Introduction to Short Sales (Other Real
 Estate Related), 4 hours Residential Real
 Estate Elective Topics, Moseley-Flint
 Schools of Real Estate
- 2. *59314 Innovative Marketing Techniques for Buyer
 Representatives (Other Real Estate
 Related), 4 hours Residential Real Estate
 Elective Topics, Moseley-Flint Schools of
 Real Estate
- 3. *59316 Real Estate Technology (Other Real Estate
 Related), 4 hours Residential Real Estate
 Elective Topics, Moseley-Flint Schools of
 Real Estate
- 4. *59318 Real Estate Finance and Mortgage (Other
 Real Estate Related), 4 hours Residential
 Real Estate Elective Topics, Moseley-Flint
 Schools of Real Estate
- 5. *59321 Law of Attraction for Realtors (Other Real
 Estate Related), 3 hours Residential Real
 Estate Elective Topics, Continental
 Appraisal Consultants, Ltd.
- 6. *59324 Carbon Monoxide in the Home (Other Real
 Estate Related), 1 hour Residential Real
 Estate Elective Topics, MRCPA Corp.

7. *59326 Clandestine Drug Labs (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MRCPA Corp.
8. *59328 Going Green (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MRCPA Corp.
9. *59330 Grow Houses (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MRCPA Corp.
10. *59332 Putting Home Maintenance in Perspective (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MRCPA Corp.
11. *59334 Indoor Air Quality (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MRCPA Corp.
12. *59336 Mold (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MRCPA Corp.
13. *59338 New Homes - A Closer Look (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MRCPA Corp.
14. *59340 Radon (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MRCPA Corp.
15. *59342 Swimming Pool Safety (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MRCPA Corp.
16. *59344 Spotlight on Decks (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MRCPA Corp.
17. 59354 RI 411: Successful Settlement: Managing the Transaction (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, VAR
18. 59357 RI 405: Pricing, Listing, & Marketing the Property (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, VAR
19. *59359 RI 405: Pricing, Listing, & Marketing the Property (Selling Process), 4 hours Residential Real Estate Elective Topics, VAR
20. *59361 RI 411: Successful Settlement - Managing the Transaction (Selling Process), 4 hours Residential Real Estate Elective Topics, VAR

21. *59363 Beyond Blogging: Integrating All Your Web Activities (Technology), 2 hours Residential Real Estate Elective Topics, VAR
22. *59369 Introduction to Short Sales (Finance), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
23. 59370 Risk Management (Risk Management), 4 hours Property Management Mandatory Topics, Alpha College of Real Estate
24. 59371 Board Regulations & Statutes: Escrow Management & Accounts; Ethics, 4 hours Property Management Mandatory Topics, Alpha College of Real Estate
25. *59373 Tenancy – Part One (Tenant/Landlord Relationship), 4 hours Property Management Elective Topics, Alpha College of Real Estate
26. 59374 Tenancy – Part Two (Tenant/Landlord Relationships), 2 hours Property Management Elective Topics, Alpha College of Real Estate
27. 59375 Contract Writing & Agency, 4 hours Property Management Mandatory Topics, Alpha College of Real Estate
28. *59377 Property Management/VA Landlord and Tenant Act, (VA Residential Landlord Tenant Act & Fair Housing), 4 hours Property Management Mandatory Topics, Alpha College of Real Estate
29. 59378 Property Management/VA Landlord & Tenant Act – Part Two (Tenant/Landlord Relationships), 4 hours Property Management Elective Topics, Alpha College of Real Estate
30. *59382 Fannie Mae Appraisal-Related Policy Changes & Clarification (Property Valuation/Listing Process), 3 hours Residential Real Estate Elective Topics, VAR
31. *59386 Expand Your Sphere of Influence: Real World Social Networking (Technology), 2 hours Residential Real Estate Elective Topics, VAR
32. 59387 Property Management/Appraisals; Structures & Construction Process; Uniform Statewide Building Codes (Appraisals; Structures & Construction Process; Uniform Statewide

- Building Code), 4 hours Property Management Mandatory Topics, Alpha College of Real Estate
33. *59396 Fair Housing for Landlords & Property Managers (Fair Housing), 3 hours Residential Real Estate Mandatory Topics, Central VA School of Real Estate
 34. *59415 Successful Buyer Representation In New Home Sales (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Moseley-Flint Schools of Real Estate
 35. *59417 Successful Relocation Representation in New Home Sales (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Moseley-Flint Schools of Real Estate
 36. *59419 When Listed Property Includes a Business (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Moseley-Flint Schools of Real Estate
 37. *59421 Real Estate Ethics (Ethics & Standards of Conduct/Current Industry Issues & Trends), 3 hours Residential Real Estate Mandatory Topics, Moseley-Flint Schools of Real Estate
 38. *59423 Real Estate Ethics (Ethics & Standards of Conduct/Current Industry Issues & Trends (CRP), 3 hours Residential Real Estate Mandatory Topics, Moseley-Flint Schools of Real Estate
 39. *59425 The Anatomy of a Green House (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 40. *59427 Green Designation - Part 1 ((Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 41. *59429 Green Designation - Part 2 ((Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
 42. 59430 Green Designation - Part 3 ((Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate

- 43. 59431 Green Designation - Part 4 ((Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
- 44. *59433 Legal Updates 2009 (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
- 45. *59436 Navigating the Virginia Jurisdictional Addendum (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, MBH Settlement Group
- 46. *59438 The Final RESPA Rule (Other Real Estate Related), 1 hour Residential Real Estate Elective Topic, MBH Settlement Group
- 47. *59440 Earnest Money Deposits (Other Real Estate Related), 1 hour Residential Real Estate Elective Topic, MBH Settlement Group
- 48. *59445 Understanding FHA & VA Mortgages (Finance), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate
- 49. *59447 Unconventional Transactions - Avoiding Problems at Settlement (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, MBH Settlement Group
- 50. *59449 Understanding Short Sales (Other Real Estate Related (CRP), 4 hours Residential Real Estate Elective Topics, Moseley-Flint School of Real Estate
- 51. *59454 Affordable Housing Finance in a Box (Finance), 3 hours Residential Real Estate Elective Topics, NRVAR
- 52. *59456 Whom Do You Represent? (Agency Law), 3 hours Residential Real Estate Mandatory Topics, PWAR
- 53. *59458 Photography: How to Shoot Like a Professional (Technology), 2 hours Residential Real Estate Elective Topics, NVAR
- 54. *59462 RE Agency (Agency Law), 3 hours Residential Real Estate Mandatory Topics, Williamsburg Real Estate School
- 55. *59467 Risk Management (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Williamsburg Real Estate School

56. *59470 Short Sales, Foreclosures and Divorce
 (Finance), 2 hours Residential Real Estate
 Elective Topics, Williamsburg Real Estate
 School
57. *59472 Pre and Post Settlement Agreements - A
 Primer (Other Real Estate Related), 1 hour
 Residential Real Estate Elective Topics,
 Institute of Continuing Education, LC
58. *59474 Bank Owned Property (Other Real Estate
 Related), 1 hour Residential Real Estate
 Elective Topics, Institute of Continuing
 Education, LC
59. *59476 Agency Primer (Other Real Estate Related),
 1 hour Residential Real Estate Elective
 Topics, Institute of Continuing Education,
 LC
60. *59478 Real Property Appraisals in Virginia
 (Other Real Estate Related), 1 hour
 Residential Real Estate Elective Topics,
 Institute of Continuing Education, LC
61. *59480 An Introduction to the NAR Code of Ethics
 (Other Real Estate Related), 1 hour
 Residential Real Estate Elective Topics,
 Institute of Continuing Education, LC
62. *59482 Fearless Approach to Short Sales (Real
 Estate Law), 3 hours Residential Real
 Estate Mandatory Topics, Institute of
 Continuing Education, LC
63. *59484 What Every Real Estate Agent Needs to Know
 About Home Inspections (Other Real Estate
 Related), 4 hours Residential Real Estate
 Elective Topics, New River Valley
 Association of Realtors
64. *59486 Comparative Market Analysis Thru Sales
 Comparison Approach (Property
 Valuation/Listing Process), 1 hour
 Residential Real Estate Elective Topic,
 Old Dominion Real Estate Institute
65. *59488 Agency (Agency Law), 3 hours Residential
 Real Estate Mandatory Topics, Old Dominion
 Real Estate Institute
66. *59493 The Most Common Violations of the Code of
 Ethics (Other Real Estate Related), 1 hour
 Residential Real Estate Elective Topics,
 NVAR
67. *59497 Understanding Residential Real Estate
 Market Statistics (Other Real Estate

- Related), 1 hour Residential Real Estate Elective Topics, NVAR
68. *59499 Transnational Referral Certification (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, NVAR
69. *59503 Green Residential Elective Course - Part 1 (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, NVAR
70. 59504 Green Residential Elective Course - Part 2 (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, NVAR
71. *59509 Ninja Selling CRS (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, William E. Wood Real Estate Academy
72. *59512 Night Court: Don't Stress Over Distressed Sales (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
73. *59514 Making Not Wasting Money with Internet Technology (Technology), 3 hours Residential Real Estate Elective Topics, PWAR
74. *59516 FHA 203K Renovation (Finance), 3 hours Residential Real Estate Elective Topics, PWAR
75. *59518 Prospecting (Selling Process), 3 hours Residential Real Estate Elective Topics, PWAR
76. *59520 Preservation 101 for Realtors (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Central Virginia School of Real Estate
77. *59522 Understanding Credit Scores (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Central Virginia School of Real Estate
78. *59524 The Indoor Environment: Mold, Radon, and Asbestos, Oh My! (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Central Virginia School of Real Estate
79. *59531 Investment Options for 1031 Exchanges (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics,

- Williamsburg Real Estate School
80. *59535 Please Let Me Be Your Realtor: Designing Your Performance for Repeat Business (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
81. *59541 Reverse Mortgages - The Basics (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Old Republic National Title Insurance Company
82. *59543 VAR Residential Purchase Contract: Part 1 - Fill in the Blanks (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Old Republic National Title Insurance Company
83. *59545 VAR Residential Purchase Contract: Part 2 - Standard Provisions (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Old Republic National Title Insurance Company
84. *59547 VAR Residential Purchase Contract: Part 3 - Statutory Requirements (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Old Republic National Title Insurance Company
85. *59548 Purchases of Bank Owned Properties (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, FSLAWVA Real Estate Education, LLC
86. *59550 Reverse Mortgages for Purchase (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Long & Foster Institute for Real Estate
87. *59552 NAR Green Designation Core Course - Part A (Land Issues), 4 hours Residential Real Estate Elective Topics, RAR
88. 59553 NAR Green Designation Core Course - Part B (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, RAR
89. *59557 Business Planning & Goal Setting (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Old Dominion Real Estate Institute
90. 59558 10 Critical Rules, Reforms & New Realities (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, RAR

91. *59560 Blogging Effectively by Building Consumer Loyalty & Minimizing Risk (Technology), 3 hours Residential Real Estate Elective Topics, RAR
92. *59562 Power Prospecting & Renewing Referrals Using Social Media (Technology), 3 hours Residential Real Estate Elective Topics, RAR
93. *59564 Before & After Judgement (Tenant/Landlord Relationships), 2 hours Property Management Elective Topics, Alpha College of Real Estate
94. *59566 2009 Legislation & Fair Housing (VA Residential Landlord/Tenant Act & Fair Housing), 4 hours Property Management Mandatory Topics, Futurelaw LLC.
95. *59568 2009 Legislation & Property Management (VA Residential Landlord/Tenant Act & Fair Housing), 4 hours Property Management Mandatory Topics, Futurelaw LLC.
96. *59570 2009 Legislation & Property Management - 3 Hours (Tenant/Landlord Relationships), 3 hours Property Management Elective Topics, Futurelaw, LLC
97. 59571 2009 Legislation - Tenant/Landlord Relationships (Tenant/Landlord Relationships), 2 hours Property Management Elective Topics, Futurelaw, LLC
98. *59573 International Real Estate (Other Real Estate Related (On-line), 4 hours Residential Real Estate Elective Topics, Continuing Ed Express, LLC
99. *59575 10 Critical Rules, Reforms & New Realities (Finance), 4 hours Residential Real Estate Elective Topics, RAR

VI. Pre-Licensing Instructor Applications

1. Kathleen Marie Kennedy
2. Joseph Talmadge Whitaker
3. Tina Ritchie Hunt
4. Karen McGhee Meyer
5. Luther D. Turner
6. Sidney Malcolm Smyth
7. Kyung Soon Oh
8. Thomas E. Beames, Sr.
9. Margaret B. Davis

10. Barbara E. Dill
11. Joan M. Dorsey
12. Susan L. Gurny
13. Susie C. Hall
14. Alan M. Kroll
15. Farnese H. McDonald
16. Holly H. Poole
17. Edwin A. Rucker
18. Phillip M. Szpiech
19. Helen L. Flynn (**Expert**)
20. Fatima A/ Pereira (**Expert**)
21. Renee Y. Smith (**Expert**)
22. Farshad Taghizadeh (**Expert**)

VII. Additional Continuing/Post License Education Instructors

1. **George Grundy, Jerry West, Kimberly Porter, Henry Duarte** 59228/59229 (2009 Ethics Seminar), **VAR**
2. **Joe Whitaker**, 57251 (Diversity and the Real Professional) 57252 (Selling to the Senior Market), 57253 (Anti-Trust and Lead Paint), 57242 (VA Real Estate Law), 57243 (VA Agency Law), 57244 (Residential Ethics, Issues & Trends), 57246 (VA Finance), 57249 (VA Offer to Purchase) 57250 (Residential Real Estate Technology), 57257 (Fair Housing - Law of the Land), 58256 (Residential Finance), 58257 (Property Management), 58258 (Environmental Issues) 58259 (Working with Diversity to Assist the Consumer), 58260 (VA Mandatory Core Course), 58261 (Anti-Trust & Lead Paint, 58262 (Risky Business - Risk Management Techniques, 58263 (Selling to the Senior Market), 58264 Residential Real Estate Technology, 58265 Residential Offer to Purchase, **American Schools of Real Estate Express**
3. **Keith Kreuer**, 54671/54672 (Agency Practices), 53907 (Agency - Best Agency Practices), 53540 ((Agency - Best Agency Practices), **VAR**
4. **Mona Guynn**, 54013/54014 (Finance 801), **Long and Foster Institute of Real Estate**
5. **Courtney Barth**, 57266/57267 (Home Inspections), 56921/56922 (Fair Housing), 57585/57586 (Foreclosure, REOs and Short Sales - A Primer), 57497/57498 (New VA Residential Property Disclosure Statement), 56405 (2007 New Agency Law in VA), 57499/57500 (Newest Appraisal & Financing Contingencies), 56164/56165 (Fair Housing Act Seminar), 56403/56404 (Agency Law Demystified), 52543 (Congratulations You Got the Listing), 52283 (Contracts with Escalators), 55839/55840 (Earnest Money Deposits), 56402/56550 (Ethics for RE Agents - The Basics), 52542

- (IRC 1031 Tax Deferred Exchanges), 55557/55558 (New Regional Sales Contract - Primer), 55555/55556 (New Regional Sales Contract), 52544 (Unconventional Transactions - A Primer), 52282/53289 (Unconventional Transactions), 57201/57202 (What is Delivery?), 56585/56586 (Limited Service Agency), 57203/57204 (Bankruptcy and Foreclosure), 56551/56552 (Contract for Deed - An Overview), 56593/56594 (Title Insurance - What is It?), 56919/56920 (Ethics for RE Agents), 57587/57588 (Foreclosures, REOs, Short Sales), 57239/56819 (Foreign Sellers and Buyers), 57254/57255 (Navigating the VA Jurisdictional Addendum), 57256/57257 (Mold: A Growing Problem), 56166/56167 (Understanding Your upcoming VA Transaction), 57923/57924 (NVAR's 2008 Contingencies/Clauses Add. Sales Cont), 57919/57920 (NVAR's 2007 Listing Agreement), 57921/57922 (New Forms for 2008), 57578/57589 (New 2006 Regional Sales Contract), 58399/58400 (Legal Updates and Emerging Trends), 58406/58407 (Highlights of NVAR's 2006 Regional Sales Contract), **MBH Settlement Group, LC**
6. **Marc Lebowitz**, 59225/59226 (2009 Professional Standards Road Show), **VAR**
 7. **Susan Moorman**, 52317/52308 (Agency Law), 53361/53365 (Fair Housing), 56046/56047 (Contracts/Offer to Purchase), 56349/56350 (Settlement - The Complete Transaction), 54013/54014 (Finance 801), 56351/56352 (Contract Presentations and Negotiations), 56377/56378 (Business Planning 202), **Long and Foster Institute of Real Estate**
 8. **Michael Femiano and Larry Polokoff**, 58049/58050 (Renovation Lending), **Long and Foster Institute of Real Estate**

VIII. Other Business

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IX. Public Comment

X. Adjourn

- * **Continuing Education and Post License Education Course Companion Applications**